

























# Richard Schmalensee







## Cross Examination







	Headline Commission Rate	Complete Prohibition on Third-Party Distribution	Must Use Platform Owner's In-App Payment Solution
 XBOX	30%	Yes	Yes
<b>SONY</b>	30%	Yes	Yes
	30%	Yes	Yes
 iPhone	30%	Yes	Yes
android 	30% for Google Play; otherwise varies	No	Yes for Google Play; otherwise no







	Headline Commission Rate	Complete Prohibition on Third-Party Distribution	Must Use Platform Owner's In-App Payment Solution
 XBOX	30%	Yes	Yes
<b>SONY</b>	30%	Yes	Yes
 Nintendo®	30%	Yes	Yes
 iPhone	30%	Yes	Yes
android 	30% for Google Play; otherwise varies	No	Yes for Google Play; otherwise no
 Windows			
 Mac			

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android 	30% for Google Play; otherwise varies	No	Yes for Google Play; otherwise no
 Windows	Varies by store		
 Mac	Varies by store		







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 Windows	Varies by store	No	No
 Mac	Varies by store	No	No








	Headline Commission Rate	Complete Prohibition on Third-Party Distribution	Must Use Platform Owner's In-App Payment Solution	Type of OS
 XBOX	30%	Yes	Yes	
<b>SONY</b>	30%	Yes	Yes	
 Nintendo®	30%	Yes	Yes	
 iPhone	30%	Yes	Yes	
android 	30% for Google Play; otherwise varies	No	Yes for Google Play; otherwise no	
 Windows	Varies by store	No	No	
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	Headline Commission Rate	Complete Prohibition on Third-Party Distribution	Must Use Platform Owner's In-App Payment Solution	Type of OS
 XBOX	30%	Yes	Yes	Special/niche
<b>SONY</b>	30%	Yes	Yes	Special/niche
 Nintendo®	30%	Yes	Yes	Special/niche
 iPhone	30%	Yes	Yes	General purpose/ foundational
<b>android</b> 	30% for Google Play; otherwise varies	No	Yes for Google Play; otherwise no	General purpose/ foundational
 Windows	Varies by store	No	No	General purpose/ foundational
 Mac	Varies by store	No	No	General purpose/ foundational



	Headline Commission Rate	Complete Prohibition on Third-Party Distribution	Must Use Platform Owner's In-App Payment Solution	Type of OS	Business Model
 XBOX	30%	Yes	Yes	Special/niche	
<b>SONY</b>	30%	Yes	Yes	Special/niche	
 Nintendo®	30%	Yes	Yes	Special/niche	
 iPhone	30%	Yes	Yes	General purpose/ foundational	
android 	30% for Google Play; otherwise varies	No	Yes for Google Play; otherwise no	General purpose/ foundational	
 Windows	Varies by store	No	No	General purpose/ foundational	
 Mac	Varies by store	No	No	General purpose/ foundational	

	Headline Commission Rate	Complete Prohibition on Third-Party Distribution	Must Use Platform Owner's In-App Payment Solution	Type of OS	Business Model
 XBOX	30%	Yes	Yes	Special/niche	Subsidize hardware
<b>SONY</b>	30%	Yes	Yes	Special/niche	Subsidize hardware
 Nintendo®	30%	Yes	Yes	Special/niche	Subsidize hardware
 iPhone	30%	Yes	Yes	General purpose/ foundational	Profit from OS/hardware
<b>android</b> 	30% for Google Play; otherwise varies	No	Yes for Google Play; otherwise no	General purpose/ foundational	Profit from advertising
 Windows	Varies by store	No	No	General purpose/ foundational	Profit from OS/hardware
 Mac	Varies by store	No	No	General purpose/ foundational	Profit from OS/hardware

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	30%	Yes	Yes	General purpose/foundational	Profit from OS/hardware
	30% for Google Play; otherwise varies	No	Yes for Google Play; otherwise no	General purpose/foundational	Profit from advertising
	Varies by store	No	No	General purpose/foundational	Profit from OS/hardware
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	Varies by store	No	No	General purpose/foundational	Profit from OS/hardware





# Digital In-App Purchases



# Digital In-App Purchases







# Digital In-App Purchases



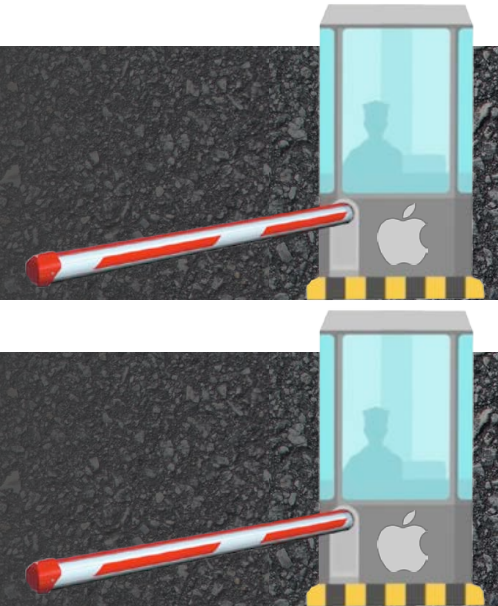
# Physical In-App Purchases



# Digital In-App Purchases



# Physical In-App Purchases







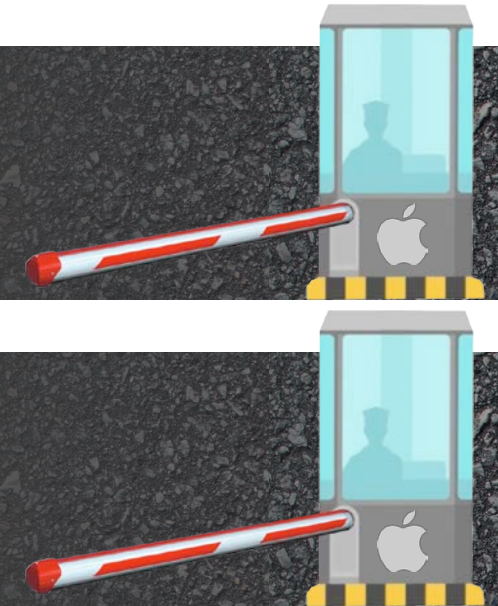
**Digital In-App Purchases**



**Physical In-App Purchases**



**Advertising Revenue**





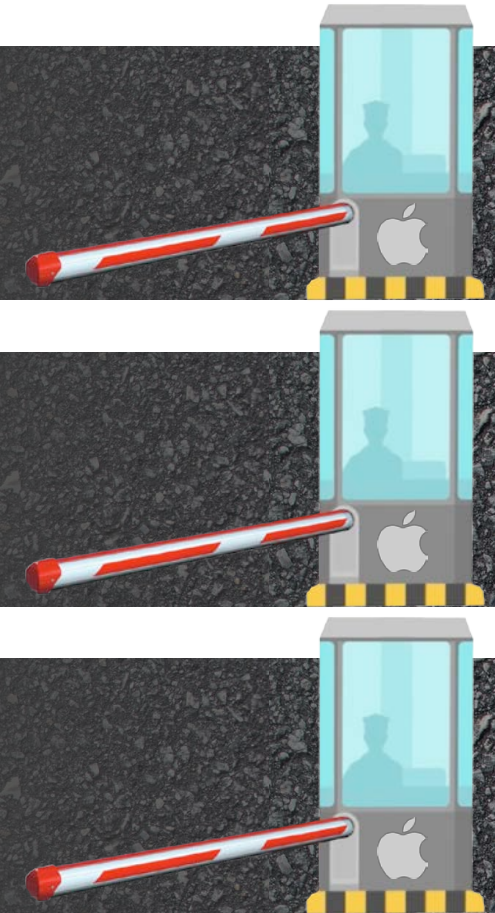
**Digital In-App Purchases**



**Physical In-App Purchases**



**Advertising Revenue**







**Digital In-App Purchases**



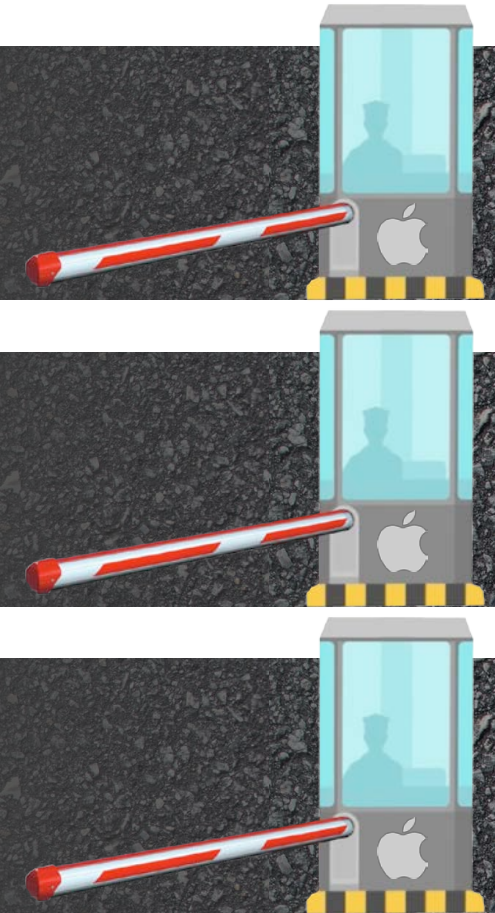
**Physical In-App Purchases**



**Advertising Revenue**



**Web Purchases on Safari**







**Digital In-App Purchases**



**Physical In-App Purchases**



**Advertising Revenue**



**Web Purchases on Safari**

